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# To Eastern Nurserymen

who have not been buying from us.

YOU SHOULD LOOK THROUGH THIS LIST CAREFULLY. While it contains much that is not adapted to climates more severe than ours, it also offers many things that thrive East but are not obtainable there or which can be propagated much better and more economically here. You will also find a number of items used considerably indoors with you, such as Acacias, Oleanders, etc.

If you have not bought of us before it may seem strange to send to the Pacific Coast for nursery stock, but many others are doing so EVERY YEAR to such an extent that our eastern business is steadily increasing.

Spring shipment to any eastern point is perfectly safe and practical via Southern Pacific R. R. to New Orleans, thence by rail, if destination is inland, or to Galveston and via steamer to Atlantic Coast points. We know how to pack properly for the long trip and the freight rate is just the same as if shipped direct over the mountains. This plan enables us to ship about March 1st while the stock is still dormant here, and it will arrive in good time for your spring selling season. We can often include orders in a carload going East and then reship. This is always done when possible.

On account of its weight, we do not recommend "balled" stock, but freight is not serious on deciduous and pot-grown items.

Your attention is called particularly to the following lines:

JAPANESE FLOWERING CHERRIES (both erect and weeping)

FLOWERING FRUIT TREES in general

ABELIA floribunda

CAMELLIAS

COTONEASTERS (bush and standard)

MAHONIA bealei

ILEX—Grafted Hollies, pot grown

PYRACANTHA, various kinds

BIRCHES, Cutleaf and Young's Weeping

GINKGO biloba

HAWTHORN, Paul's, Carrierei, etc.

LABURNUM vossi

MAPLE Schwedler's

MOUNTAIN ASH Weeping

ROBINIA hispida *macrophylla* (standards)

WILLOW Ring-leaf

LILACS, finest named varieties

IVY, Yellowedge Algerian

WISTERIA (climbers and tree-shaped)

Birches, Hawthorns, Maples, and Robinia hispida *macrophylla* can be supplied in car-lots and special rates for such quantities will be quoted on request.

Altho we do not list them herein we can always supply Boxwood Globes and Pyramids, Date Palms and Kentias in carload lots. Current prices quoted on request.

If interested in rare, pot-grown grafted Conifers please write for special list of that material.

We solicit inquiries for anything in the nursery line produced on the Pacific Coast.



## W. B. Clarke & Co.

San Jose, California



